

Commonwealth of Virginia

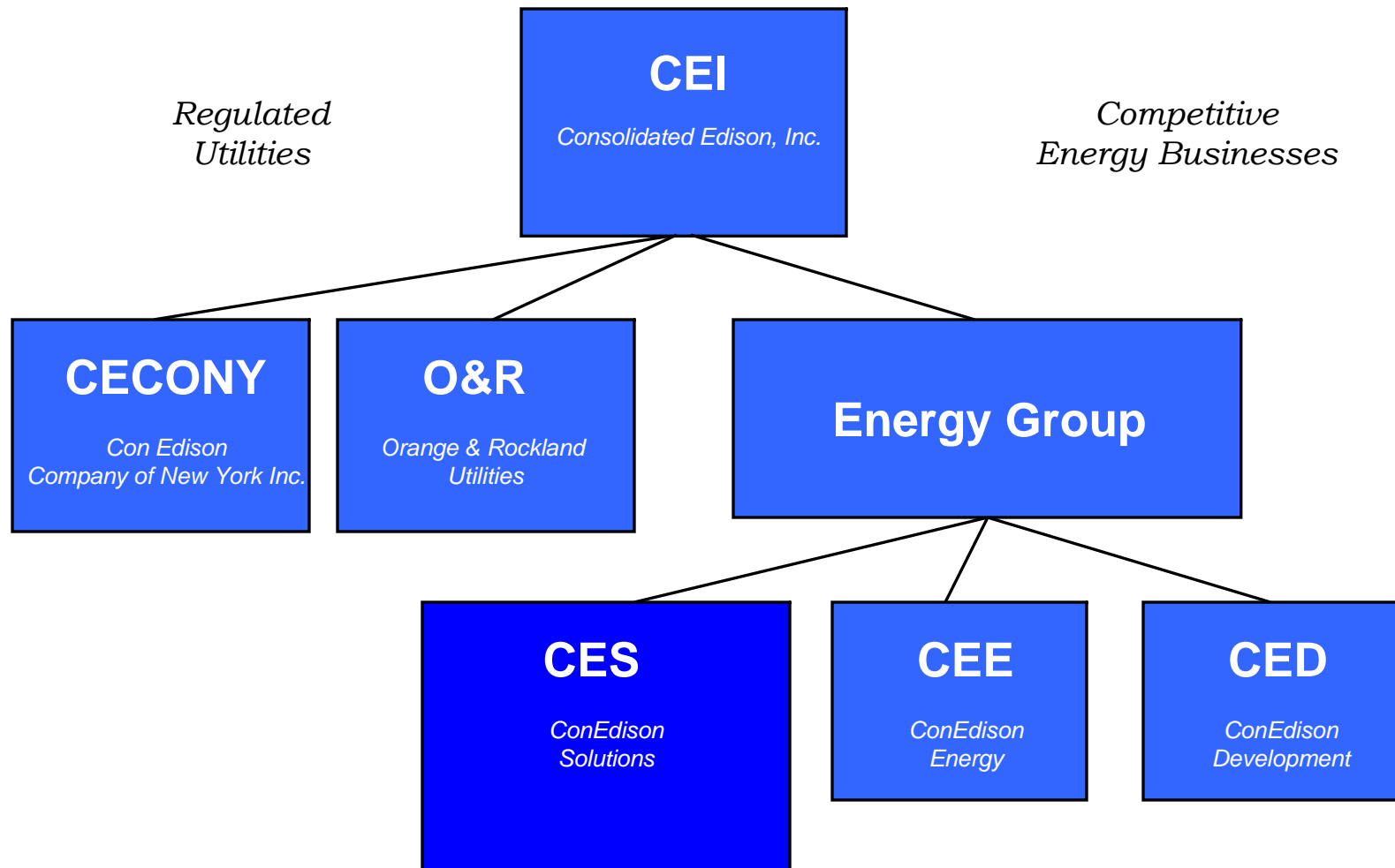
June 18, 2007

Executive Order 48

Presented by Jason Cartozian
ConEdison Solutions

ConEdison *Solutions* Overview

Corporate Organization



ConEdison *Solutions* Background



- Full service Energy Services Company with professionals having experience in:
 - Mechanical, Electrical, Plumbing Design
 - Performance Contracting
 - Facility Energy Management
 - Energy Information Systems
 - Electric Commodity
- Offices in Arlington VA, White Plains NY, Tampa FL, Burlington MA, Cherry Hill NJ.

EPC Services



- Energy Audits
 - Energy Infrastructure - Electrical, heating, ventilation, cooling, steam, hot water system, motors.
 - Building envelope – roofs, windows, glazing
 - Lighting – Interior, exterior, specialty
 - Renewables – Geothermal, photovoltaic
- Design and specification of equipment
- Procurement of equipment, materials, and labor
- Installation of equipment
- Project Management
- Construction Management
- Maintain and Operate equipment (if required)
- Monitor equipment performance
- Arrange for financing and applicable incentives

ConEdison *Solutions* Experience

ConEdison *Solutions* has extensive experience providing comprehensive energy services to the government.

Energy Performance Contracts with

- Department of Energy (DOE)
- Department of Defense (DOD) – Army, Navy & Air Force
- Commonwealth of Rhode Island

Approved Provider under NYSERDA Envest program to provide EPC services to NY State and Local government

Other Government Customers

- U.S. Postal Service
- General Services Administration (GSA)
- Environmental Protection Agency (EPA)
- Veterans Affairs (VA)

Why ConEdison *Solutions*?



- Technology and manufacturer independent
- A local, financially strong energy services company (ESCO)
- Commodity supplier and provider of “green” power
- Renewable energy and LEED experience
- Technical excellence and advanced technologies
- Thorough approach and a customized solution
- Commitment to **partnership and communication!**

Case Studies



- U.S. Navy – Naval District of Washington
- Windham Connecticut School District
- JFK Presidential Library and Conference Center, Boston, MA
- US Postal Service Kilmer Processing and Distribution Center, Edison, NJ

U.S. Naval District Washington

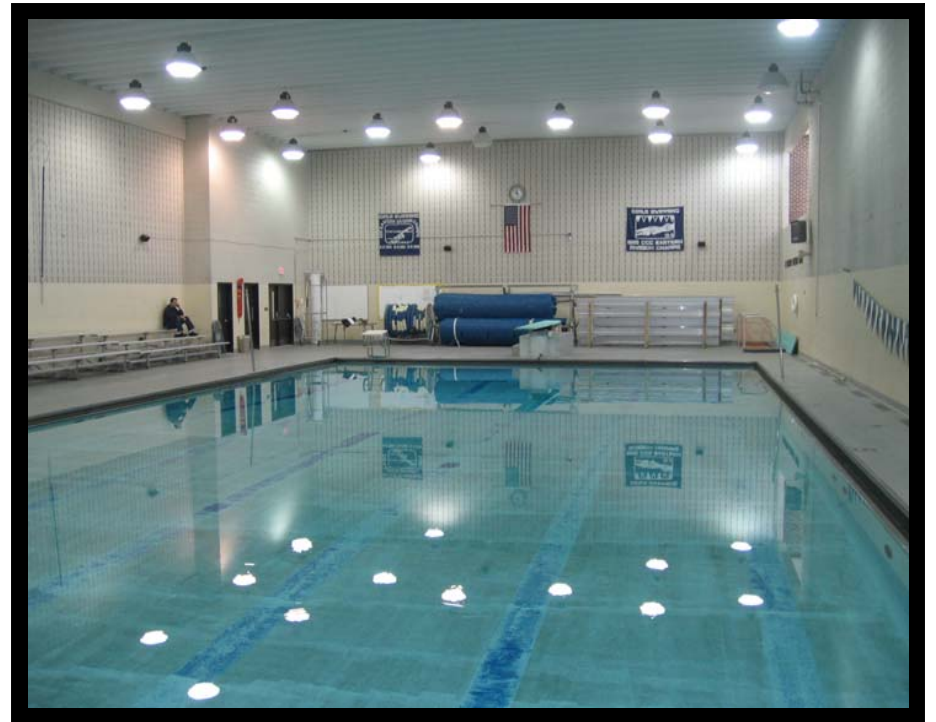


U.S. Naval District Washington



- Included 5 Aircraft Hangar and Administrative Facilities at Andrews AFB and Naval Station Anacostia
- Project focus on improved lighting quality and functionality using new technologies
- Daylighting, Lighting Controls, HID-to-Fluorescent Conversion, & other improvements
- Achieved lighting energy savings of over 70%

Windham CT Public Schools



Windham CT Public Schools

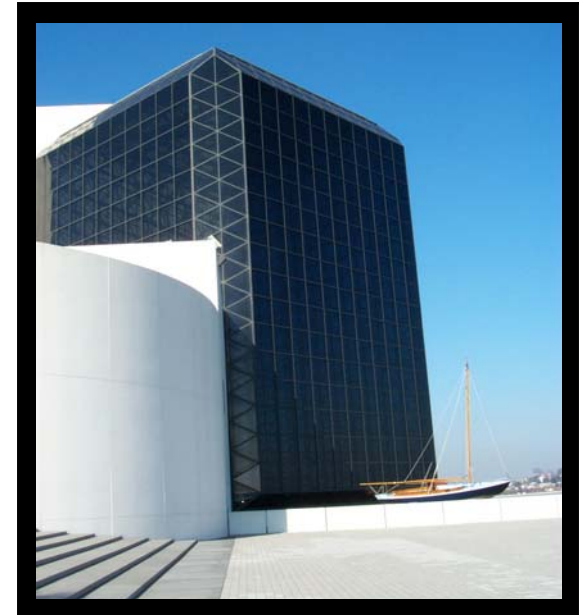
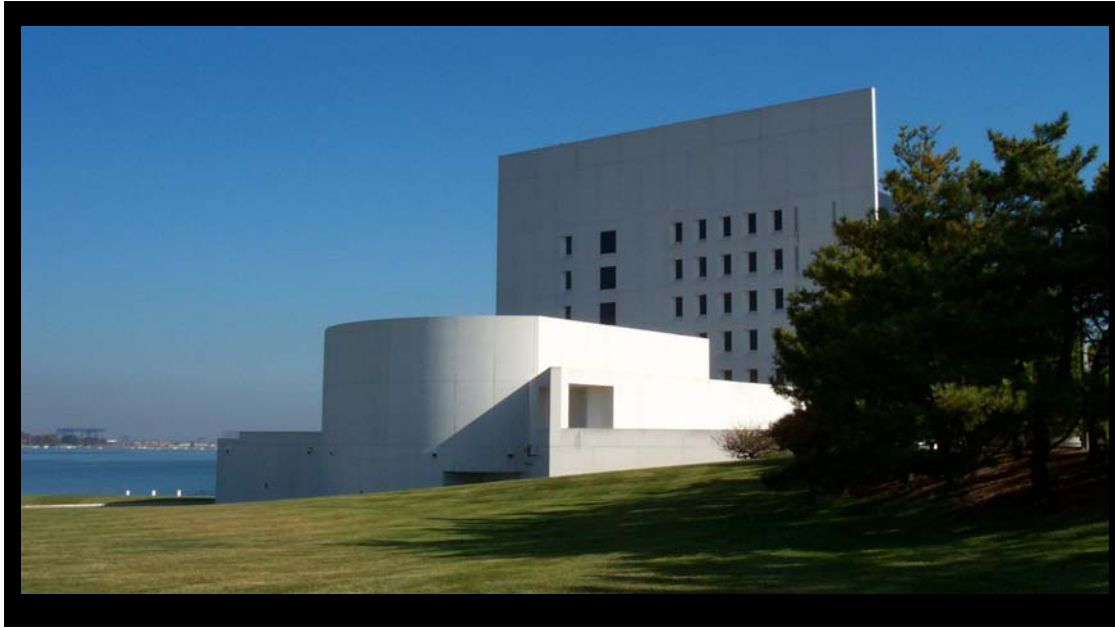


Windham CT Public Schools



- Projects at High School, Middle School, and 4 Elementary Schools
- Retrofit / Upgrade Measures; Design input and financial contribution toward construction/renovation projects*
- Estimated \$ 5,339,217 in infrastructure investments
- Estimated \$ 510,117 annual utility savings
- Estimated \$ 531,102 in utility incentives
- Comprehensive measures
 - 150 kW Synchronous Cogeneration System
 - Window Replacement
 - Boiler Upgrades / Replacements
 - Cooling Upgrades
 - HVAC Controls Upgrades
 - Lighting Upgrades
 - Kitchen Exhaust Measures
 - Swimming Pool Measures
 - Plug Load Controls

John F. Kennedy Presidential Library



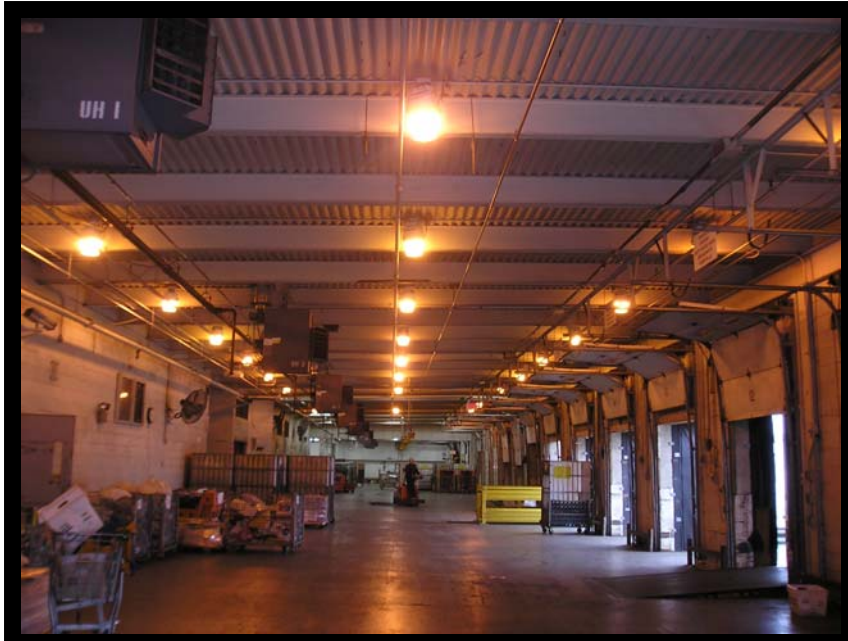
JFK Presidential Library

- Total project investment - \$10,500,000
- Utility rebates - \$1,100,000
- Installation complete – project delivering >100% of savings
- Comprehensive measures
 - Comprehensive Energy Conservation Measures (ECM)
 - Museum-grade temperature and relative humidity control and filtration in critical archival areas
 - Heat recovery dehumidification system
 - Gas-fired hot water heating system
 - New water-cooled chiller plant
 - Lighting and controls
 - Water savings measures

U.S. Postal Service

Kilmer P&DC Loading Docks

BEFORE



High Pressure Sodium

Industrial low bay with enclosed Lens and Magnetic Ballast

AFTER



Florescent

High Output fixture with T-8 lamps and electronic ballast

U.S. Postal Service

Kilmer P&DC Cooling Tower Installation



United States Postal Service Kilmer Processing and Distribution Center



- 338,000 square feet 24/7 facility
- Total project investment - \$3,757,000
- \$243,811 Annual energy cost savings
- Utility rebates - \$92,730
- Program of measures focusing on lighting upgrades and HVAC upgrades
 - Installed high efficiency lighting system
 - Replaced two 600 ton R22 refrigerant chillers with two 600 ton new high efficiency “Zero Ozone Depletion” chillers
 - Conversion of electric heat to gas fired hot water heat
 - Installation of a refrigerant monitoring/exhaust system
 - Installation of high efficiency motors and drives on various air handlers and air conditioning units
 - Upgrade of an aging building management system.

Conclusion



- Long term, financially stable partner
- Maximize savings while achieving your goals
- Experienced
- Technology and equipment independent
- Dedicated and talented team

Thank You!



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